

Message Text

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PAGE 01 PEKING 00796 240829Z

ACTION EA-12

INFO OCT-01 EUR-12 ISO-00 CU-04 CIAE-00 DODE-00 PM-05

H-01 INR-10 L-03 NSAE-00 NSC-05 PA-01 SP-02

SS-15 USIA-06 AID-05 COME-00 EB-08 FRB-03 TRSE-00

XMB-02 OPIC-03 LAB-04 SIL-01 OMB-01 STR-07 CEA-01

DOE-15 SOE-02 /129 W

-----116688 241854Z /72

R 240415Z MAR 78

FM USLO PEKING

TO SECSTATE WASHDC 0213

INFO AMEMBASSY BERN

AMEMBASSY BONN

AMEMBASSY BRUSSELS

USMISSION EC BRUSSELS

AMCONSUL HONG KONG

AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY VIENNA

AMEMBASSY TOKYO

C O N F I D E N T I A L PEKING 0796

E.O. 11652: GDS

TAGS: EEWT EEC

SUBJ: UPCOMING PRC ECONOMIC DELEGATIONS TO EUROPE; SINO-
EUROPEAN TRADE

1. SUMMARY. A NUMBER OF HIGH LEVEL PRC ECONOMIC
DELEGATIONS ARE SCHEDULED TO VISIT EUROPE IN THE NEXT FEW
MONTHS. THE DELEGATIONS WILL BE PRIMARILY STUDY MISSIONS.
FOREIGN TRADE MINISTER LI CHIANG CONTINUES TO ASSURE
EUROPEANS THAT THEY WILL RECEIVE A LARGE SHARE OF FUTURE
PRC TECHNOLOGY PURCHASES. MEANWHILE, THE WEST GERMANS
SEE NO SIGN THAT THE CHINESE HAVE BEGUN TO SIGN LARGE
MACHINERY IMPORT CONTRACTS AND WONDER IF THE CHINESE HAVE
MADE FIRM BUYING DECISIONS. END SUMMARY.

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PAGE 02 PEKING 00796 240829Z

2. WEST GERMAN EMBOFF TOLD USLO ON MARCH 23 THAT
AT LEAST FOUR HIGH LEVEL ECONOMIC MISSIONS WILL BE
VISITING EUROPE IN THE NEXT FEW MONTHS. THEY
INCLUDE FOREIGN TRADE MINISTER LI CHIANG WHO WILL
DEPART CHINA FOR CAIRO ON APRIL 22, PROCEED AFTERWARD
TO BRUSSELS TO SIGN THE PRC-EEC TRADE AGREEMENT,

AND THEN VISIT WEST GERMANY WHERE HE WILL SEE STEEL AND PETROCHEMICAL PLANTS AND HAMBURG HARBOR. IN MID-MAY MINISTER OF METALLURGICAL INDUSTRY TANG KE WILL LEAD A VERY HIGH-POWERED DELEGATION INCLUDING FOUR VICE MINISTERS TO GERMANY, FRANCE AND AUSTRIA TO STUDY METALLURGICAL TECHNOLOGY. MINISTER IN CHARGE OF THE STATE CAPITAL CONSTRUCTION COMMISSION, KU MU, WILL BE LEADING ANOTHER DELEGATION IN MAY TO FRANCE AND ELSEWHERE IN EUROPE. SOME TIME DURING THE SPRING, A VICE MINISTER OF THE STATE PLANNING COMMISSION, KU MING, WILL HEAD A DELEGATION TO FRANCE AND BRITAIN.

3. EMBOFF STATES THAT AT A RECENT FAREWELL RECEPTION GIVEN BY THE FRG EMBASSY, LI CHIANG ANSWERED GERMAN CONCERNS ABOUT JAPANESE COMMERCIAL DOMINANCE IN CHINA IN THE NEXT FEW YEARS BY SAYING THAT A LARGE SHARE OF BUSINESS WILL STILL FALL TO EUROPE. LI STATED THAT HIS VISIT TO GERMANY WOULD BE EXPLORATORY ONLY AND THAT SMALLER, MORE SPECIALIZED MISSIONS WILL BE DISPATCHED TO EUROPE IN THE FUTURE TO ACTUALLY NEGOTIATE CONTRACTS. GERMAN EMBOFF BELIEVES THAT MOST CHINESE DELEGATIONS ARE STILL ONLY STUDY MISSIONS. THE GERMANS HOPE THAT THE MISSION LED BY TANG KE WILL PROVE AN EXCEPTION AND THAT SOME BUYING WILL BE DONE.
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PAGE 03 PEKING 00796 240829Z

4. A CHINESE COAL MINING EQUIPMENT DELEGATION HAS BEEN IN GERMANY FOR MONTHS DISCUSSING EQUIPMENT PURCHASES.

5. COMMENT: MOST CHINESE INTEREST IN GERMAN PRODUCTS IS STILL BEING EXPRESSED IN INVITATIONS TO COMPANIES TO COME TO PEKING AND GIVE TECHNICAL SYMPOSIA. THE GERMAN EMBASSY SEES LITTLE EVIDENCE THAT THE CHINESE HAVE PROGRESSED BEYOND THE INFORMATION-GATHERING STAGE TO ACTUAL COMMERCIAL NEGOTIATIONS FOR LARGE NEW EQUIPMENT PURCHASES. IN LIGHT OF THE ABOVE, THE GERMANS WONDER WHETHER FIRM DECISIONS HAVE AS YET BEEN MADE ON THE FOREIGN COMPONENT OF MANY MAJOR INVESTMENTS.
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